

Message Text

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PAGE 01 LIMA 05413 282333Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-07 /022 W
-----117930 282353Z /61

P R 282227Z JUN 77
FM AMEMBASSY LIMA
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 5478
AMEMBASSY LA PAZ
AMEMBASSY SANTIAGO

UNCLAS LIMA 5413

ATTENTION: OIM/SAD-WALSER

EO 11652: N/A
TAGS: BEXP, PE
SUBJ: US MINING AND CONSTRUCTION EQUIPMENT TRADE MISSION,
JULY 1977

1. PLEASE CONTACT TM MEMBERS AND INFORM THEM OF FOLLOWING:
GOP HAS ESTABLISHED FOLLOWING NORMS GOVERNING FINANCING OF
CAPITAL GOODS IMPORTS:

- A) SALES UP TO US\$10,000, LETTER OF CREDIT, NORMALLY 120 DAYS
(NEGOTIABLE);
- B) FROM \$10,001 TO \$50,000, THREE (3) MONTH GRACE PERIOD FROM
TIME OF LAST SHIPMENT AND THEN TWO (2) YEARS TO PAY IN FULL;
- C) FROM \$50,001 TO \$100,000, THREE (3) MONTH GRACE PERIOD AND
THREE (3) YEARS TO PAY;
- D) FROM \$100,001 TO \$200,000, SIX (6) MONTH GRACE PERIOD AND
FOUR (4) YEARS TO PAY;
- E) FROM \$200,001 TO \$400,000, SIX (6) MONTH GRACE PERIOD AND
4.5 YEARS TO PAY;
- F) FROM \$400,001 TO 1 MILLION, TWELVE (12) MONTH GRACE PERIOD
AND FIVE (5) YEARS TO PAY.
- G) ANYTHING OVER 1 MILLION HAS TO HAVE CONDITIONS OF FINANCING
SUBMITTED TO GOP FOR APPROVAL.

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H) DOWNPAYMENT MAY NOT EXCEED TWENTY (20) PERCENT OF FOB VALUE.

2. DUE TO CURRENT FOREIGN EXCHANGE SHORTAGE AND COUNTRY'S ECONOMIC
SITUATION, FINANCING IS USUALLY MOST IMPORTANT ELEMENT IN MAKING
SALE IN PERU. MUCH POTENTIAL FOR SALES EXISTS IF FINANCING
ARRANGEMENTS CAN BE MET. PERU IS DEPENDING ON EXPANSION ITS
MINERAL EXPORTS FOR FUTURE GROWTH.

3. PLEASE RECONFIRM WHICH TM MEMBERS ARE COMING TO LIMA JULY 16 ON BRANIFF 909. IF POSSIBLE, DETERMINE ON WHAT FLIGHTS OTHER TM MEMBERS PLAN ARRIVE LIMA.

4. INFORM ALL TM MEMBERS TO BRING MORE PRODUCT LITERATURE WITH THEM FOR EACH POST/BIC. ALSO, NEED FROM EACH COMPANY ONE ACTION GLOSSY PHOTO, 8 X 10 INCHES, OF THEIR EQUIPMENT. SEND TO EACH POST/CONTROL OFFICER FOR USIS USE.
SHLAUDEMAM

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
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Sent Date: 28-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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